are any methods by which this lessee himself voluntarily pays the premium. You need not compel. It is enough if you say: Look here, there is public criticism; there is the Legislative Council criticising that you have been given it, as a cheap bargain. We must avoid such criticisms. Rs. 1,250 a month for a big factory employing 200 to 300 people and turning out much work is not figure. The present man who has come here is a very clever business man. Are you aware that Mr. A. N. Menon is not going to run the factory? I know from Mr. A. N. Menon that he has washed his hands off this. These people are business men. They would not mind paying this money if government only try for it.

Mr. K. Ayyappan *(Ezhuvas-Kanayannur):* Even if they have no obligation to pay, will they pay?

Mr. A. B. Salem *(Mattancheri):* When the government tries to get the money, business people will never go against them. They will have to get so many concessions in so many ways. Business people must go with the government if they want to prosper. Otherwise, governments know how to deal with them. There are so many people employed in the Rubber Factory at Trivandrum. That was not making any profit at all. Immediately after Government ceased management, last year they made a profit of Rs. 7,00,000 (7 lakhs). You say two lakhs worth of jars were there and through the agency of the new lessees, you were able to make Rs. 50,000. Government say we do not know the market. Quite so. Therefore, any business proposition handed by Government will not be a paying proposition. I have been against that policy right through. You cannot expect a carpenter to make a pair of shoes nor a cobbler to make a 'good chair'. Similarly Government should do Government work. If the Government go to handle the business, enthusiasm will carry you. You will pay Rs. 900 to Kuhennel. He could not get Rs. 250. He made money. He said the contract is only for three years. I have done my best; now you manage. You tried so many hands. After a quarter of a century, I asked Sir Shanmukham Chetty what the net result was? He simply said, "A huge loss". Why go on with losing concerns? Let us save as much money as we can. Our present Diwan is very careful in spending money and he is spending for the good of the people. Rs. 1,250 saved will be a good sum. If it is possible, I request the Government to take persuasive measures and see whether the lessee could not agree to it. After all it is a compulsory insurance. I am sure so many lessees will come. I certainly vote with the Government. Nevertheless, I will request you to ask the lessee to bear this burden and save us from the bargain. I have no quarrel with the Government. After all, the non-officials on this side are no better than the officials on that side. They are equally Cochinites; they have got Cochin's interest as much. And we have got an impartial Diwan who is not a Cochinite. He does his best and acts for us. We are bound to tell you our feelings and suggestions and leave it to you to adopt or to reject it. But I request the Government to make an attempt to see whether the present management who are rich people and who are business people and who know how to market and how to make money and to make cent per cent profit—nay 4 or 5 hundred per cent profit during the next 17 years. I have no doubt the Potteries will prosper under them and incidental advantages we get like the provision for labourers, provision for a certain number of clerks—99 per cent of Cochinites. In that way we are benefitted indirectly, although we do not get any return for our money directly. Therefore I request the Government to try whether this burden of this insurance amount could not be shifted on to the shoulders of the new lessees.

Mr. President: I may inform the Hon'ble Member that the Government have no objection for negotiating with the lessees. Meanwhile the insurance must be effected. There is no objection to negotiate.

Mr. T. S. Ramachandra Ayyar *(Chittur-Tattamangalam):* In view of the assurance from the Chair, and on behalf of my party, I assure the Government that we would remain neutral.

Demand put and carried

1. THE COCHIN MUNICIPAL ACT (AMENDMENT) BILL

Mr. C. J. Mathew *(Joint Secretary to Government):* I move that the Cochin Municipal Act (Amendment) Bill be taken up and finally passed.

Mr. M. Sivarama Menon *(Advocate-General):* I second it.

Motion put and carried

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